



STATE OF UTAH CONTRACT NUMBER: **AR1770**

May 3, 2006

Revision Number: 4

Purchasing Agent: DEBBIE GUNDERSEN

Item: MOBILE DATA NETWORK 700 MHZ, 25 KHz CHANNELS

Vendor: 91776A IP MobileNet, Inc.
16842 Von Karman Avenue #200
Irvine, CA 92606

Internet Homepage: www.ipmn.com

Telephone: (949) 417-4590

Fax number: (949) 417-4591

Contact: Brian Purcell

Email address: bpurcell@ipmn.com

Brand/trade name: IP Series

Price: See Attached Price List

Terms: Net 30

Effective dates: 02/15/04 through 02/14/07

Days required for delivery:

Price guarantee period: N/A

Minimum order: N/A

Min shipment without charges:

Other conditions:

Renewal Options: Potential contract extensions through 02/14/09

NOTE: ADDITIONAL ITEMS ADDED TO CONTRACT.

This Statewide contract is an "AR" (Authorization Required) contract. Authorization is required before purchase can be made. The Authorization Requirements and Procedure is detailed in the attachment to the contract. Order may be placed only after authorization is received. This contract covers only those items listed in the price schedule. It is the responsibility of the agency to ensure that other items purchased are invoiced separately. State agencies will place orders directly with the vendor (creating a PG in Finet) and make payments for the same on a PV referencing the original PG. Agencies will return to the vendor any invoice which reflects incorrect pricing.



AUTHORIZATION REQUIRED: DAS/ITS (DEPARTMENT OF ADMINISTRATIVE SERVICES) ADMINISTERS PURCHASES FROM THIS CONTRACT. STATE AGENCIES (EXECUTIVE BRANCH) MUST COORDINATE THEIR PURCHASE THROUGH DAS/ITS (APPLIES TO EQUIPMENT ONLY, NOT ACCESSORIES). STATE AGENCIES MAY CONTACT DAVID LEE AT 801-537-9251 OR FLOYD RITTER AT 801-538-3316 TO COORDINATE THEIR PURCHASE.

PRICING

1. Mobile transceiver data only cost per vehicle. (less antenna system)
Part Number M32700D25 (32Kbps upgradeable to 64Kbps) **\$1,800.00**
Part Number M64700D25 (64Kbps) **\$2,050.00**
2. Base Radio Equipment/Repeater (Duplex) frequencies (less filter and antenna system)
Part Number-B32700D25 (32Kbps upgradeable to 64Kbps) **\$7,910.00**
Part Number-B64700D25 (64Kbps) **\$8,410.00**
3. IP Network Controller per 5.4 Offeror to provide itemized break down of the proposed controller. **\$120,000.00** (supports up to 64 bases stations)
Part Number-NCT-Tower
Part Number-NCR-Rack mountable
4. Redundant IP Network Controller (IPNC). Offeror to provide itemized break down of the proposed controller. **\$200,000.00.**

This price includes an IPNC running on a fault tolerant platform. Price includes the fault tolerant hardware, software, technical documentation, and a two year warranty.

5. Replace existing 460 MHz radios to 700 MHz consisting of 10 base repeaters and 108 mobile units.

No Charge.

6. Training (In house/factory)
2 Days (per session, up to 10 attendees) \$5,000.00
3.5 Days (per session, up to 10 attendees) \$8,000.00
7. The preferred method of onsite training (in Utah) involves the use of live, installed equipment on the system.

Training (in-house / on-site)

3 days

\$3,500.00

Training (In-house / on-site)



5 days **\$8,000.00**

Training (factory / Santa Fe Springs, CA)

2 days **\$2,000.00**

Training (factory / Santa Fe Springs, CA)

3.5 days **\$3,500.00**

8. Time and Material Service Rates

The following published labor rates apply to any in-factory or on-site services performed by IPMobilNet at the request of reseller or reseller's end user for all IPMobilNet manufactured products whose initial warranty or extended warranty term has expired.

8A. Standard Service Rate:

\$150.00 per hour during normal working hours (8:00 A.M. to 5:00 P.M. - Monday through Friday-Pacific Standard Time).

8B. Overtime Service Rate:

\$188.00 per hour for all hours in excess of eight (8) hours in any given day during the normal business week (Monday - Friday). This rate also applies to all services performed on Saturdays and Sundays. Overtime labor is subject to a four (4) hour minimum charge.

8C. Holiday Service Rate:

\$225.00 per hour for all services performed during any national Holiday or published IPMobilNet holiday. Holiday labor is subject to a four (4) hour minimum charge.

9. **FACTORY OR FIELD HARDWARE AND SOFTWARE ENGINEERING SERVICE RATES**

A. Standard Service Rate:

\$350.00 per hour during normal working hours (8:00 A.M. to 5:00 P.M. - Monday through Friday-Pacific Standard Time).

B. Overtime Service Rate:

\$438.00 per hour for all hours in excess of eight (8) hours in any given day during the normal business week (Monday - Friday). This rate also applies to all services performed on Saturdays and Sundays. Overtime labor is subject to a four (4) hour minimum charge.

C. Holiday Service Rate:

\$525.00 per hour for all services performed during any national Holiday or published IPMobilNet holiday. Holiday labor is subject to a four (4) hour minimum charge.

10. **SYSTEM ENGINEERING SERVICE RATES**



- A. Standard Service Rate:
\$350.00 per hour during normal working hours (8:00 A.M. to 5:00 P.M. - Monday through Friday-Pacific Standard Time).
- B. Overtime Service Rate:
\$438.00 per hour for all hours in excess of eight (8) hours in any given day during the normal business week (Monday - Friday). This rate also applies to all services performed on Saturdays and Sundays. Overtime labor is subject to a four (4) hour minimum charge.
- C. Holiday Service Rate:
\$525.00 per hour for all services performed during any national Holiday or published IPMobilNet holiday. Holiday labor is subject to a four (4) hour minimum charge.

11. MINIMUM CHARGE

All in-factory repairs are subject to a minimum charge of \$150.00. Labor rates are subject to change without notice.

12. TRAVEL AND EXPRESS FOR ON-SITE SERVICES

Travel and expenses will be invoiced based on the following schedule:

- A. **Travel Time: Billed in accordance with above hourly labor rates for actual elapsed time from portal-to-portal.**
- B. **Travel-Private Auto: Thirty-six and one half cents (.365) per mile, based upon actual portal-to-portal distance.**
- C. **Travel-Commercial Carrier: Invoiced at actual cost.**
- D. **Auto Rental: Invoiced at actual cost.**
- E. **Per Diem: Three Hundred dollars (\$300.00) per day.**
- F. **Freight: Shipment of repair parts and/or specialized equipment will be invoiced at actual freight cost.**

13. MISCELLANEOUS

Defective PC boards and assemblies must be returned to IPMobilNet's factory for repair and cannot be repaired at customer's site.

14. FIRMWARE UPGRADES (Mobile)



A. 32 Kbps to 64 Kbps Data Rate - A firmware upgrade for each mobile radio will be required to increase over-the-air data rate from 32 Kbps to 64 Kbps. P/N M64FW Unit price (per mobile) \$250.00.

B. Firmware Upgrade 64Kbps to 128 Kbps data rate:

Firmware upgrade for each mobile radio will be required to increase the on-the-air data rate from 64 Kbps to 128 Kbps. P/N M12FW Unit price (per mobile) \$250.00.

14a. FIRMWARE UPGRADES (Base)

A. 32 Kbps to 64 Kbps Data Rate P/N B64FW \$500.00

B. 32 Kbps to 128 Kbps Data Rate P/N B12FW \$1000.00

15. RETURN TO FACTORY EXTENDED WARRANTY PROGRAM

Extended warranty periods beyond the initial two-year warranty term can be purchased by OWNER by submitting a Purchase Order and Extended Warranty Agreement to IPMobileNet at time of original Product purchase or prior to the expiration of the initial warranty term. Annual warranty prices apply to IPMobilNet manufactured products only.

Description	Annual Warranty Price
IP SERIES MOBILE RADIOS	
IP100, IP400, IP700 or IP800 Mobile Radio	\$80.00
IP00, IP400, IP700 or IP800 Mobile Radio with integrated GPS option	\$95.00
VOICE INTERFACE UNITS (VIU)	
VIU for IP Series Mobile Radio	\$35.00
VIU for LAN connected PC	\$35.00
Soft VIU (call for availability)	\$125.00
IP SERIES BASE STATIONS AND AMPLIFIERS	
IP100, IP400, or IP800 Base Stations	\$335.00
IP100 Power Amplifier/150 watts output	\$150.00
IP400 Power Amplifier/100 watts output	\$115.00
IP400 Power Amplifier/150 watts output	\$150.00
IP700/IP800 Power Amplifier/100 watts output	\$115.00
IP700/IP800 Power Amplifier/150 watts output	\$150.00
IPNC - DATA ONLY	



IPNC - Supports 1 Base Station	\$720.00
IPNC - Supports up to 4 Base Stations	\$5,400.00
IPNC - Supports up to 8 Base Stations	\$6,300.00
IPNC - Supports up to 16 Base Stations	\$7,200.00
IPNC - Supports up to 32 Base Stations	\$14,400.00
IPNC - Supports up to 64 Base Stations	\$28,800.00

IPNC - VOICE AND DATA	
IPNC - Supports 1 Base Station	\$900.00
IPNC - Supports up to 4 Base Stations	\$6,300.00
IPNC - Supports up to 8 Base Stations	\$9,000.00
IPNC - Supports up to 16 Base Stations	\$10,800.00
IPNC - Supports up to 32 Base Stations	\$18,000.00
IPNC - Supports up to 64 Base Stations	\$36,000.00
MESSAGE SWITCH	
Message Switch	\$4,500.00
State Interface	\$3,375.00
MOBILE MESSAGING SOFTWARE	
DataLink-Quantity 0 - 24 (price per copy)	\$174.00
DataLink-Quantity 25 - 49 (price per copy)	\$156.00
DataLink-Quantity 50 - 99 (price per copy)	\$139.00
DataLink-Quantity 100 - 249 (price per copy)	\$130.00
DataLink-Quantity 250 - 499 (price per copy)	\$122.00
DataLink-Quantity 500+ (price per copy)	\$113.00

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| 16. | Installation Kit with Ethernet Cable | #502.80208.52 | \$230.00 |
| 17. | Mobile Installation Kit with Serial Cable | #502.80208.51 | \$230.00 |



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*****REPORTS*****

The contractor will submit yearly reports to the State Purchasing Agent (Debbie Gundersen) showing quantities and dollar volume of purchases by each agency and political subdivision. This report will be due by 02/12/05.

FINET COMMODITY CODE(S):

72527000000-HIGH FREQUENCY RADIO (SSB), MOBILE AND BASE